

Serial No. 09/714,726

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Appendix B:

Re-Print of Definition of "Reverse Auction"

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December 18, 2003

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Glossary

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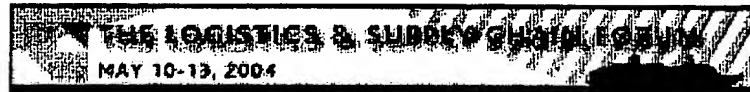
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Glossary

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Recurring Revenue Model

Revenue model based on subscription fees rather than on up-front license fees

Reverse Auction

Also called a buyer's auction, a reverse auction empowers the buyer and allows them to find the lowest bidder from among suppliers/sellers

Reverse Logistics

The supply chain that flows opposite to the traditional process of order acceptance and fulfillment. For example, reverse logistics includes the handling of customer returns, the disposal of excess inventory and the return journey of empty trucks and freight cars.

Reverse Supply Chain Management

The process of tracking items that return from customers and accounting for them in inventory; also includes resolving customer credit lines, automating return policies and curbing unauthorized returns.

RFI

Request for Information. When a buyer asks a seller to provide information about its business and capabilities.

RFP

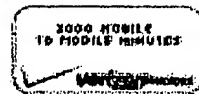
Request for Proposal. A request sent by a buyer to one or more suppliers for contract pricing and/or services for a specified period of time.

RFQ

Request for Quote. A request sent by a buyer to one or more sellers for the pricing and availability of a defined quantity of specific items.

Rogue Purchasing

See Maverick Buying



'Spend Data Crisis' grips large enterprises!
Inventory Rationalization

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